

Message Text

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45

ACTION AF-18

INFO OCT-01 ISO-00 EB-11 XMB-07 FAA-00 DOTE-00 RSC-01

DRC-01 /039 W

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R 090900Z JUL 74

FM AMEMBASSY NAIROBI

TO USDOC WASHDC

INFO SECSTATE WASHDC 7994

UNCLAS NAIROBI 5728

E.O. 11652: N/A

TAGS: BEXP, ETRN, XW

SUBJ: FOREIGN BUYER PROGRAM: EAC CIVIL AVIATION AND
METEOROLOGICAL GROUP

REF: (A) NAIROBI 4486, (B) STATE 122158

1. BUYER GROUP OF 5 PEOPLE WILL ARRIVE WASHDC THURSDAY, JULY 25. PLAN TO SPEND JULY 25 AND FRIDAY, JULY 26 IN WASHINGTON THEN PROCEED TO NEW YORK AND CONSULT WITH MANUFACTURERS THERE ON MONDAY, JULY29.
2. AS STATED REFTEL (A) FINANCING KEY TO PURCHASING EQUIPMENT. EAC WROTE LETTER REQUESTED REFTEL (B) TO EX-IM BANK JUNE 26 FOLLOWING PRELIMINARY COMMITMENT FORMAT. GROUP WISHES FIRST APPOINTMENT THURSDAY, JYLY 25 TO BE WITH EX-IM BANK.
3. TYPE OF FINANCING BEING SOUGHT ALONG LINES OF 20 PERCENT DOWN, 30 PERCENT AT TIME OF DELIVERY AND 50 PERCENT FINANCED OVER THREE YEARS.
4. GROUP WOULD APPRECIATE NAME AND TELEPHONE NUMBER OF COMMERCE OFFICER TO BE CONTACTED UPON ARRIVAL WASHDC.
5. POST COMMENT: POST WOULD APPRECIATE CANDID

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OPINION OF GROUP'S CHANCES OF OBTAINING TYPE OF

FINANCING DESIRED. WE DO NOT WANT TO ENCOURAGE THEM
TO GO IF CHANCES OF SUCCESS NOT GOOD. IF, AFTER USDOC
CONSULTATION WITH EX-IM BANK, CHANCES DO NOT APPEAR
GOOD, PLEASE INFORM POST ASAP SO GROUP CAN BE ADVISED
AND CANCEL TRIP IF THEY DESIRE.

6. ARRIVAL TIME AND LIST OF PARTICIPANTS WILL BE SENT
WHEN FINALIZED.
MARSHALL

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NNN

Message Attributes

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